



Career Opportunity

Director, Business Development

ABOUT THE GOBEL GROUP

The Gobel Group is the leading consulting firm working exclusively in healthcare philanthropy. We are the experts in helping clients build meaningful partnerships with physicians and nurses to create a robust grateful patient program. Our system can create clinician champions who identify the best prospects, introduce those prospects to development colleagues, and become involved in the philanthropic process. The result is more philanthropic revenue for our clients.

Our team of nearly twenty individuals includes seasoned healthcare development professionals and clinicians from the top medical centers in the nation, including Cleveland Clinic, Johns Hopkins Medicine, Duke Medicine and other leading philanthropy programs. Our consultants have led programs that have raised hundreds of millions annually and directed billion dollar campaigns. In less than five years, Gobel Group has worked with more than 125 hospitals across the nation and around the world. More information on the Gobel Group can be found on our website at www.gobelgroup.com.

WHAT WE BELIEVE

Gratitude - Not Wealth - Motivates Giving. When a patient or family gives back, it's not a financial transaction as most hospital employees would believe; rather, it's a transformational experience for the patient and family who are inspired by the care and compassion clinicians have provided. As a result, patients and families are grateful. It's this gratitude - not an individual's wealth - that motivates philanthropy.

Giving Promotes Healing. Giving is a natural extension of the clinical experience. After years of research, Gobel Group has identified clinical studies that demonstrate the relationship between giving and healing, and the consequences to patients when they are denied the opportunity to give back. Gobel Group shows clinicians they have a responsibility as healers to be involved in the philanthropic process. For more information, please download our *Healing Power of Philanthropy* white paper from our website.

Clinicians are Key. Donors don't give because of hospitals or clinical programs. Donors give to honor the individuals who were instrumental in their care. Grateful patients represent a significant and untapped potential for every clinical program. By building meaningful partnerships with clinicians, philanthropy offices can maximize their results.

About the Role

Working closely with other members of the Gobel Group, the Director of Business Development will partner with the firm's CEO, Marketing Director, and Principal Consultants to build a pipeline of qualified prospective clients and close new business for the Gobel Group.

Duties may include:

- Meeting regularly with CEO/Management Team to review prospect pipelines to update individual consultant's projections
- Ensuring all business development marketing materials are updated
- Representing Gobel by attending and exhibiting at conferences, managing calendar of events
- Identifying new conferences at which to present or exhibit; set up productive business development meetings when onsite
- Helping to coordinate and gain attendance at internal business development / marketing events such as Gobel Summit or CDO Consortium
- Managing sponsorships and strategic partnerships with other firms
- Building and maintaining segmentation lists for targeted outreach
- Working directly with Principal Consultants to identify prospects for their outreach
- Drafting, editing, updating, customizing, sending, and constantly improving template proposals
- Maintaining menu of services with updated pricing per CEO

Requirements

The Director of Business Development should have five or more years of experience in healthcare philanthropy. The successful candidate will have the ability to work well in a team environment as well as independently to secure new business. The successful candidate must be sales driven, organized, adept at problem solving and have a Bachelor's degree or higher.

This position requires travel and to be onsite with prospective clients, generally independently, and at times alongside other members of the Gobel Group. Travel should not exceed 50 percent of the position's time, and will generally be day trips or one overnight for a two day trip. This position is based out of, and requires location near, our West Chester, Pennsylvania office.

The salary for this position is commensurate with previous experiences. Gobel also offers the opportunity to earn additional compensation within the annual bonus structure. In addition, Gobel Group offers full benefit and retirement programs.

To apply, please send resume, cover letter, and salary history to Chad@gobelgroup.com.